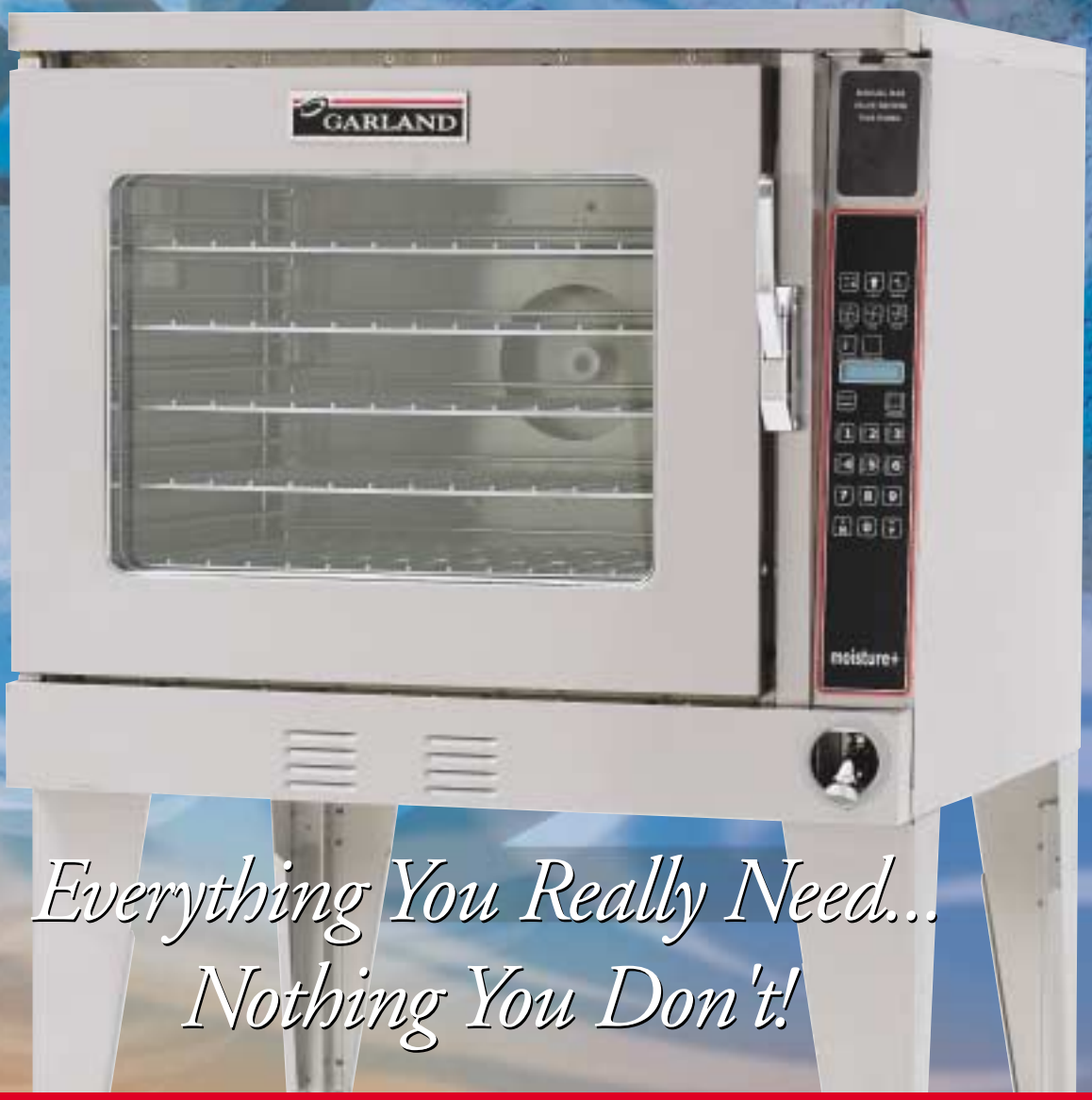
The World's First moisture+ Oven

Total Solutions Booklet



Everything You Really Need...
Nothing You Don't!

GARLAND™
Enodis

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What are the benefits of using a moisture+ oven?

The key benefits of using a **moisture+** are simple but critical:

Presentation - product comes out with a superior "look and feel" to anything from traditional ovens.
Productivity - shorter production times and easy to use controllers means better utilization of your staff.
Efficiency - better energy transfer equals more power and energy savings.
Yield Improvements - more portions of product for you to sell.

Ovens	Prime Rib				
	Weight Before	Weight After	Cook time to 125°	Hold time to 140°	Yield - %
moisture+ - Garland	11.66 lbs.	9.90 lbs.	2 hrs. 36 min. 24 sec.	56 min. 12 sec.	87.37
Humidaire - Blodgett	12.50 lbs.	10.57 lbs.	2 hrs. 34 min. 35 sec.	37 min. 47 sec.	84.56
Cyclone - Bakers Pride	13.42 lbs.	11.04 lbs.	3 hrs. 25 min. 54 sec.	56 min. 03 sec.	82.26

NOTE: moisture+ uses a pre-programmed meat setting while others require water to be injected manually.

Test Protocol - Prime Ribs

- Frozen boneless Angus roasts thawed to 39°F.
- Internal temperature target 125°F.
- Hold temperature target 140°F.
- **moisture+** uses pre-programmed meat setting.
- Bakers Pride and Blodgett water injected manually every 5 minutes.

Sensory Comments - Prime Ribs

- **moisture+** finished product was smoother to cut with a better "chew" and taste release. More flavorful.
- Roasted appearance of **moisture+** was much better, interior appearance was an even color from interior to outer edge.
- Addition of moisture enhanced the total results package.

Ovens	Blueberry Muffins
	Finished Cook Time
moisture+ - Garland	17:15 min.
Humidaire - Blodgett	19:15 min.
Cyclone - Bakers Pride	20:15 min.

NOTE: moisture+ uses a pre-programmed bread setting while others require water to be injected manually.

Test Protocol - Muffins

- All products were portioned with a #12 scoop and dropped in a heavy-duty pan.
- Oven temperature setting 325°.
- Same number of muffins in all ovens, placed on middle rack.
- All product judged to be done on visual inspection of pleasing appearance.
- **moisture+** oven uses pre-programmed bread setting.
- Bakers Pride and Blodgett water injected manually every 10 minutes through baking cycle.

Sensory Comments - Muffins

- **moisture+** finished product was crisp on the top of the muffin and presented the most pleasing visual results.
- **moisture+** finished product had a lighter, moister interior texture.
- Products done in the competitors ovens had a pleasing visual exterior appearance, but the interior of many of the muffins was uncooked and underdeveloped.

What are the benefits of using a moisture+ oven?

....continued

Ovens	47 oz. Blueberry Pies	
	Load	Time to 165°F
moisture+ - Garland	5 racks - 15 pies	48:36 min.
Humidaire - Blodgett	5 racks - 15 pies	58:07 min.
Cyclone - Bakers Pride	4 racks - 12 pies	57:30 min.

NOTE: moisture+ uses a pre-programmed bread setting while others require water to be injected manually.

Test Protocol - Pies

— Pies: 47 oz. blueberry.
— Recommended cook time from frozen: 50 - 55 min. @ 350°F.
— Internal temperature target: 165°F.
— **moisture+** oven set on pre-programmed bread setting
— Bakers Pride and Blodgett ovens water injected manually at 10 minute intervals.
— Pies removed when thermocouple in last pie reached internal target.

Sensory Comments - Pies

— **moisture+** pies had a crisper crust and more even/uniform bake.
— **moisture+** pies had a golden sheen on the finished crust that gave much more of a "home-style" appearance.

Ovens	Whole Roasting Chickens				
	Weight Before	Weight After	Cook time to 125°	Yield - %	Average Yield - %
moisture+ - Garland	2.9 lbs.	2.31 lbs.	28.48 min.	79.65	
	2.89 lbs.	2.44 lbs.		84.42	81.69
	2.91 lbs.	2.36 lbs.		81.00	
Humidaire - Blodgett	2.84 lbs.	2.09 lbs.	49.45 min.	73.59	
	2.81 lbs.	2.10 lbs.		74.73	74.06
	2.91 lbs.	2.15 lbs.		73.88	
Cyclone - Bakers Pride	3.04 lbs.	2.18 lbs.	55.08 min.	71.7	
	2.82 lbs.	2.05 lbs.		72.69	72.17
	2.98 lbs.	2.15 lbs.		72.14	

NOTE: moisture+ uses a pre-programmed poultry setting while others require water to be injected manually.

Test Protocol - Chickens

— Oven set point: 325°F.
— Internal temperature target: 165°F.
— Thermocouple in thickest point of breast muscle.
— **moisture+** oven set on pre-programmed Poultry program for enhanced moisture during cooking time.
— Bakers Pride and Blodgett ovens water injected manually every 10 minutes during cook time.
— Chickens removed when thermocouple in last chicken reached internal target

Sensory Comments - Chickens

— **moisture+** finished products were plumper, a more even color and appearance with a crisper outer skin.
— **moisture+** finished product was moister with excellent flavor and mouth release.

What makes the moisture+ oven better?

There are a number of very important reasons why the **moisture+** oven is different and unique from the competitive products that offer water injection in combination with a traditional convection oven, and different and unique from a traditional "combi" oven.

The simplest answer to all this supposition is the best one. The **moisture+** is a better oven that offers the customer all the right features, at the right price for the best results in terms of productivity, efficiency and yield enhancements.

"Everything you really need. Nothing you don't!"

We would like to take this opportunity to discuss and expand upon some of the major reasons why the **moisture+** is different than anything else in the marketplace.

The unique air distribution and circulation system promotes a superior even bake.

Ensuring that the Garland **moisture+** oven delivered the most even bake possible required a great deal of practical experience, design technology and good old fashioned trial and error by the engineers at Garland and Enodis.

Several key features create the desired results:

— A 14-inch straight-blade blower wheel creates a powerful and even airflow with a minimum of effort, causing superior results with less energy draw than traditional motor configurations.

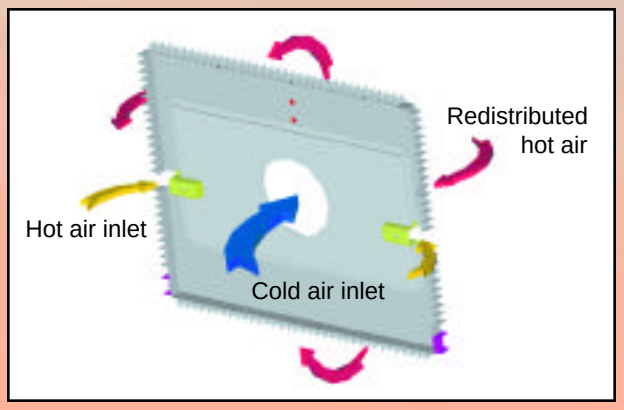
— Fan design and construction creates higher tangential tip velocities than traditional fans, enhancing the even airflow and distribution.

— Combustion products are drawn through the combustion chamber and then forced through a serpentine ducting on the exterior of the cavity. Maximum heat extraction is achieved.

— Combustion products are then mixed with the circulating convection air in a plenum chamber built within the fan cover. Air guides within the plenum ensure extremely even mixing of the combustion gases with the circulating air.

— Heated air is straightened and directed into the oven cavity, where it gives up its thermal energy to the food being cooked.

The rest is history. All this results in the most efficient and productive cooking/baking/roasting process available … **moisture+** oven.



The Garland Heat Manager System, how does it work?

One of the most significant differences in the **moisture+** oven is the patented, enhanced insulation system.

This unique technology uses a state of the art aluminum heat management system. The system retains more of the heat within the oven cavity while it reduces the heat radiated to the outside kitchen environment. An innovative internal geometric design and manufacturing process is critical to the success of the Heat Manager System.

The Heat Manager System is rigid in structure and self-supporting. This is a major benefit over traditional insulation that sags, causing hot spots and uneven baking in the cavity. The Heat Manager System ensures the great bake delivered in the oven will be consistent throughout the life of the oven.

Of equal importance is the fact that the Heat Manager System does not use any fibrous materials in its construction. This eliminates any possibility that fibers will soak up any humidity or grease present in the food service environment. Furthermore, this product requires no protective equipment to handle, is 100% recyclable and environmentally friendly.

The Moisture Charge Accelerator System.

The secret to success in the **moisture+** oven is the system whereby moisture is introduced into the oven cavity to give you that superior appearance, yield and efficiency.

The tendency will be to call the **moisture+** oven "just another oven with a spritzer," but it's not. It is a unique piece of proprietary technology and engineering that creates the superior results that are evident in all the product testing that has been performed on the **moisture+** system.

The traditional moisture introduction system is a spritzer type valve spraying water on the oven fan wheel and relying on the velocity of the fan to distribute the water laden air into the cavity. In most cases, this results in inaccurate water disbursement, splattering and puddling on food trays or the bottom of the oven cavity.

With the **moisture+**, there is no spraying of water on the fan. New technology from Garland drives a simplified highly efficient water delivery system which activates a coordinated triple action process. This proprietary technology results in a precise amount of moisture being distributed into the oven cavity to drive the cooking/baking/roasting process. A combination of the pre-programmed product button controls, the programmable optional button controls and the Moisture Charge Accelerator System ensure that you achieve the best results. Precise metering prevents excess moisture and puddling or leaking from the doors and cavity.

All the benefits of moisture in the cook/bake/roast process with no uncertainty in regard to the results—superior technology—The Moisture Charge Accelerator System from Garland!

NOTE:Garland recommends the installation of a water filter on the inbound water line.

	CONSTRUCTION	INSULATION	CONTROLLER
Blodgett DFG100 With Humidaire Option	• Stainless steel exterior and enameled interior • Stainless steel legs • Assembled interior; square corners • Galvanized aluminum standard fan system and fan support • Removal of interior panels for cleaning requires tools • Double door with steel gasket • Double door closure requiring heavy slam to go over center and close • 2 end-mounted low wattage bulb fixtures • 55,000 BTU burner package	• Cavity walls insulated with ceramic fiberboard • Doors insulated with ceramic wool fiber (cerawool)	• Manual spritz system • Single push button with programmed moisture duration
Bakers Pride Cyclone C011-G1 - With Steam Injection Option	• Stainless steel exterior and enameled interior • Painted steel legs • Assembled panel construction with gaps at joints • Galvanized fan and fan support system • Removal of interior panels for cleaning requires tools • Double door with steel gasket • Double door closure with a spring loaded ball detent • 60,000 BTU burner package • 2 side mounted low wattage bulb fixtures	• Oven cavity doors insulated with ceramic wool fiber (cerawool)	• Manual spritz system • Manual button for single spritz of water
Garland moisture+ MP-GS-10-D	• Stainless steel exterior and interior • Stainless steel legs • 2 interlocking seams; no visual welds or joints in the cavity • Stainless steel fan and fan support system • 3/4 horsepower motor • 80,000 BTU power system • All the interior panels can be removed by hand for cleaning • Single door with one-piece interior gasket • Single side-mounted, positive door latch system that ensures the integrity of the door seal and oven cavity • 1 side wall mounted halogen "super bright" wide bulb fixture with safety glass cover • A rinse hose and reel system (standard on Deluxe model, optional on Standard model)	• Patented Heat Manager insulation system	• Two controller / oven options: 1. Basic package with dial control and a "constant on" moisture control - Standard model 2. Upgraded package with pre-programmed product categories, programmable menu selections and specific moisture control - Deluxe model • Exterior Mounted Oven Probe available on Deluxe model as an option
Commentary	The secret to the **moisture+** cleaning process is that it is simple, quick and effortless: • Ease and speed of cleaning • No leak, sealed cavity for enhanced safety, productivity and efficiency • Single viewing door and enhanced lighting system offers better sight lines on all rack positions • A door latch system that enhances safety and productivity, and reduces door weight • A powerful combustion pack that produces all the heat you need for every menu item - 80,000 BTUs	The Heat Manager System provides the ultimate in protection for the control panels in the MP ovens: • Eliminates costly repairs and after market service • Provides protection against component failure • Eliminates the possibility of fibrous insulation materials being released into the kitchen or food • Achieves improved air circulation and efficiency in the oven cavity • Combined with the cavity design, Heat Manager eliminates the possibility of moisture "wicking" into components	The MP controllers give you the ultimate in control, productivity and efficiency: • A "set and forget" control capability • Fully automatic moisture injection system allows for the ultimate in moisture and control • Precise moisture control eliminates puddling in the food or cavity and no leaks from the doors • Improved product yields and enhanced cooking times are key by-products

MOISTURE	MOISTURE CONTROL	CLEANING
• Side-mounted spritzer sprays water on the fan wheel • Small orifice brass fitting system	• Single button manual system • Time-measured amount of water released into cavity with each manual pulse • Spritzer lock-out system competes with oven temperature system • Literature indicates that water can only be pulsed into the cavity at a temperature above 225°. However, testing indicated the independent thermal disc sensor could actually lock out moisture if attempted at any greater frequency than once every 7-10 minutes	• Smooth oven floor • No drain, no rinse hose • Rear oven baffle cannot be removed easily for cleaning — requires tools • Fastener heads in cavity bottom hinders cleaning
• Front-mounted spritzer system that sprays water into a fan-within-a-fan system • Small orifice brass fitting system	• Single-button manual system • Continuous manual pulse capability • Continued pulsing of the manual moisture button will cause massive puddling in the bottom of the oven, leading to water spillage on the kitchen floor	• Smooth oven floor • No drain, no rinse hose • Rear oven baffle cannot be removed easily for cleaning — requires tools
• **moisture+** Moisture Charge Accelerator System using a unique design to introduce moisture to the cavity • Large-opening stainless steel piping system	*Deluxe Model:* • Fully programmable menu key program for temperature, moisture and cook times • Variable moisture volume controls • Preprogrammed keys for standard product • Fully automatic moisture pulse system • Rinse hose and reel are standard *Standard Model:* • Dial in moisture control • "Constant on" moisture pulse system • Fully automatic moisture pulse system • The **moisture+** system is fully automatic and requires no monitoring or manual pulsing. • Rinse hose and reel are available as optional features	• Canted “shower stall” oven bottom with drain • Retractable rinse hose with reel (standard on Deluxe model, available as optional feature on Standard model) • All interior racks and panels are easily removed for soaking and cleaning • Stainless steel interior favors a simple wipe-down for quick product change over
The **moisture+** Moisture Charge Accelerator System is a revolutionary system for introduction of moisture to the oven cavity: • No splattering or excess condensation on the windows • No puddling on food trays or oven bottom and no leaking of excess water from the door • Exact moisture control and distribution gives you enhanced product yields and reduced cook times - every time. • No clogging or cleaning on the simplified delivery tube means optimum performance all the time	The **moisture+** is clearly the winner when it comes to ease of use, increased productivity and efficiency: • No manual pulse buttons or moisture distribution systems • No random uncontrolled moisture pulses • No complicated moisture lockout systems and temperature irregularities • Perfect proportion of moisture in the cavity • Easy to clean and switch between menu items	The secrets to the **moisture+** cleaning: • A built-in rinse hose that allows for instant addition of water to rinse down the cavity after use (standard on Deluxe model, optional on Standard model) • Simplified cleaning process that helps “steam” away the cooking residue • A shower stall floor and drain, makes waste disposal simple and efficient • Stainless steel interior eliminates odor transfer and quick product changeovers • Simple, quick, effortless

Frequently asked questions about the moisture+.

Why is the moisture+ better than spritzer ovens?

— We designed an oven to automatically introduce moisture into the cooking, baking and roasting process, rather than just add an accessory or option like the competition's product offering.

— The Moisture Charge Accelerator system is a unique technology that introduces the moisture into the cavity in a revolutionary manner that ensures maximum results. We don't "blob" the water on the fan wheel. There is a science to the way we get the moisture charge accelerated into the cavity in the most productive and efficient manner.

— "Garland is the Oven Solution company!" We have years of manufacturing experience and technical know-how behind our oven designs and manufacturing capability. This guarantees that the **moisture+** is the most advanced oven of its kind.

— Our design concept works, where others don't! Nothing is left to chance when it comes to the design, control and manufacture of the **moisture+**. Extensive product and field testing has shown us that the **moisture+** oven has a superior capability that puts it in a class by itself. This is a truly unique oven that fits into its own category—the world's first **moisture+** oven.

How versatile is the oven? Does it cook, bake, roast?

This oven does everything you want to do, that involves adding moisture to the products that you are working with.

— The oven has been tested using ASTM test standards and a variety of different products in frozen and fresh formats and it excelled in every case—frozen lasagna; bake from scratch rolls and breads; prime rib; frozen ready to bake fruit pies; baked potatoes—it does it all!

— You can eliminate the need for dangerous water baths, filled with boiling water, to bake crème brule or New York style cheese cake. Both of these products bake to perfection on the pre-programmed fish cycle.

— The real secret to its versatility is that you can quickly switch from one product category to another with no odor or taste transfer. Switch from breads to proteins or vice versa. Cleaning is simple:

1. Spray down the cavity with water.
2. Set the oven at 165°F for 15-20 minutes.
3. A light scrub with a kitchen cleaning pad for 5-6 minutes.
4. Wipe clean with a dry rag.

Cleaning results can be even more effective simply by:

1. Spraying the oven cavity with a soil inhibiting coating prior to use.
2. Spraying the soiled cavity with a degreasing agent at the start of the cleaning process.

Can it do vegetables?

— We don't recommend the **moisture+** for this particular application. It's not a steamer and it doesn't perform like a traditional steamer. However, some traditional root vegetables or potatoes that are baked, can be cooked in the **moisture+** and you will achieve a quicker cook and a moister end product, resulting in better taste. If you are used to steaming vegetables or any other products, you need a steamer (e.g. Cleveland 21 CET-8) to create the right environment. **moisture+** is an entirely different product category. We are adding moisture to enhance taste, appearance and yield.

— If you really want steam capability, do a Garland "Mix and Match", buy a Cleveland counter steamer to go with your **moisture+** and you have the best of both worlds at a cost that is dramatically less than a "combi" oven. (See: Why would anyone buy a **moisture+** oven?)

— The **moisture+** does not have a boiler, it is not a pressurized vessel. We have developed a unique system for introducing moisture into the cooking/baking/roasting process that gives you versatility, speed and efficiency in your kitchen that doesn't rely on a boiler.

— Steamers are limited and one-dimensional in terms of their cooking capability. The **moisture+** lets you cook/bake/roast all in one multi-functional piece of equipment. With **moisture+** you can eliminate several pieces of equipment from the kitchen and replace them with one **moisture+** oven.

Why am I paying more than a convection oven price?

— You are getting superior technology, production capability and flexibility versus the standard convection oven.

— It comes with added features that make this piece of equipment an easy replacement for two or three pieces of equipment in your kitchen. You will pay a premium to a convection oven on the purchase price, but your Return On Investment and Payback time is greatly reduced due to the yield and efficiency improvements.

What are the advantages of the moisture+ versus a "combi" oven?

— The biggest difference is the price! A typical selection of "combi" oven list prices average out to $26,560. You can have a Deluxe **moisture+** oven for $12,800 or a variable difference of over 50% savings on your entry costs!

— The **moisture+** product is easy to use, program and operate, once you've read the User Manual and Installation guide.

— No complex boiler, controllers or cleaning systems that can malfunction and be incredibly expensive to service and maintain.

Why would I want to pay for a Deluxe model versus a Standard model?

— The flexibility of the controller is the primary reason. You get the ULTIMATE in cooking/baking/roasting capabilities when you have the Deluxe model. Not only do you get the pre-programmed product category buttons – Fish, Meat, Bread, Poultry, you have the option of programming your own signature items for maximum results.

— The rinse hose and reel system gives you instant access to water for easy cleaning that will make the **moisture+** the favorite piece of equipment in the kitchen. Once you're done working, cleaning is a quick, simple, and effortless process! (See 'How versatile is the oven?' on previous page)

— Increased productivity for your chefs and cooks. This is truly "Set and Forget" technology. Once you program your selections, your staff can go about their other tasks and not worry about the **moisture+** oven. It delivers the best possible results without constant supervision and no random pulsing or moisture control required.

— Cook and Hold capability is built in. Fully programmable, it is easy to instruct the oven to automatically switch to hold temperature and time, with moisture creation, at the end of the cooking cycle. The moisture created throughout the hold process keeps the yield and quality of the product at its highest level.

— The optional cooking probe is only available with Deluxe models. This probe precisely controls the cooking process and automatically beeps and displays "DONE" to advise when the desired internal temperature of a roast or poultry is reached. When used in conjunction with Cook and Hold, the oven will automatically maintain the core temperature and add moisture for maximum product quality and yield.

Why would I want a Standard model?

— You get all the basic advantages of adding moisture to your cooking/baking/roasting process, and the simplicity of traditional controls.

— You get the flexibility of the pre-programmed product buttons and the option of "continuous on" moisture injections without any random or manual pulsing.

— The Standard model has all the manufacturing improvements and the Moisture Charge Accelerator system, it simply doesn't have the upgraded control package and the *rinse hose and reel.

Isn't this really a "poor man's" combi oven?

— NO! **moisture+** is not a "combi" oven at all. It has moisture and humidity, but it doesn't do steam!

— This technology is about adding moisture and humidity to the cooking/baking/roasting process to ensure that you have all the advantages of adding moisture for yield, productivity and efficiency. It's not designed to steam products.

— It's much simpler to operate than many "combi" oven and doesn't have expensive components that can be a nightmare to service and maintain.

Isn't this just a convection oven with a spritzer?

— No, convection ovens with spritzers are an entirely different product. The **moisture+** oven has a new technology for introducing the moisture into the oven cavity that surpasses all previous technologies. We have eliminated puddling, splattering and inconsistent moisture levels in the cooking/baking/roasting processes. We have the Moisture Charge Accelerator System. They don't!

— The typical spritzer nozzle that you find in the competitor's ovens is a small orifice size that has a tendency to clog and underperform in terms of putting the correct amount of moisture in the cavity. Our system is simpler and requires little maintenance to remain at peak performance levels.

— Spritzer products are difficult to clean and maintain. In many cases, they require tools to detach them for service. The **moisture+** system is in plain view and easy to access for maintenance.

— Spritzer systems require manual pulsing to introduce the water into the cavity, under spritzing means poor product results, over spritzing means puddles and leaking. The **moisture+** system automatically introduces the exact amount of moisture on a programmed basis to ensure the best results when it comes to cooking/baking/roasting with moisture.

Why are we making such a big deal about moisture anyway?

It's simple. Introducing moisture into the cooking/baking/roasting processes will ensure that you get:

— Better yields on your products.

— Increased energy efficiency.

— Shorter cook/bake/roast times.

— Better crusts and appearance on your baked goods.

— Eliminates the need for water baths to cook desserts.

What are the benefits of adding moisture?

— Better yields due to moisture replacement.

— Better taste due to enhanced cell structure breakdown in the roasting process.

— Easier carving of the roasts for better portion control.

— "Plumper" looking roasts due to the addition of moisture.

— Moister meats and less staling.

— Uniform texture and "doneness" levels all the way through the roast from center core to outer edge.

— **moisture+** gives you the flexibility to have an improved Cook and Hold feature that can be used to enhance productivity in non-peak periods without drying the product.

How do we know the claims you make are real?

— In the course of the development of this new product, we have done extensive product testing in a variety of different formats; fresh and frozen to establish the results that we quote.

— The industry standard ASTM tests were performed on the oven to establish the energy and productivity claims that we make.

— All competitive products were tested on a side-by-side basis in the Garland testing labs. Garland engineers and culinary experts did extensive competitive comparative testing for features and construction, as well as a full set of product testing to determine cook times, yield improvements and sensory analysis.

* Available as an option for additional charge.

Why would anyone buy a moisture+ oven?

The new **moisture+** oven from Garland is the best way to optimize the results when you need to cook, bake or roast. Adding moisture to any of these processes increases the yield that you get from your finished product and maximizes the energy transfer to shorten the cook times.

Using the **moisture+** oven has a number of important benefits that will drive additional profit and cost savings for any operation.

— **Productivity:** the **moisture+** oven is the most versatile way to add moisture to the cooking process. Fully automatic moisture injection ensures that no one has to chain their staff to the oven to make sure that they press the manual control at measured periods of time.

— **Efficiency:** the 80,000 BTU power pack ensures quick recovery to ensure time and cost savings that fall right to the bottom line. A combination of the increased burner power and adding moisture to the process guarantees an enhanced energy conversion transfer that leads to superior results.

— **Multifunctional Piece of Equipment:** the new **moisture+** oven is built with flexibility in mind! It bakes, roasts and cooks almost everything on even the most challenging menu. It even cooks those delicate crème brulees and New York style cheesecakes without using a waterbath. This eliminates the need to work with and transport pans full of boiling water, creating a safer environment in the kitchen.

The new **moisture+** oven delivers the flexibility of several pieces of kitchen equipment rolled up in one and all for a price that sets **moisture+** apart.

Who is the ideal moisture+ customer?

Typically the Garland / U.S. Range oven offering was concentrated on convection ovens and all the customer segments that this product would cover. With the new **moisture+** oven, we have changed the entire landscape for our oven offering and product category. We can now offer our customers a "total oven solution" that expands our equipment coverage from one category to three. Garland/U.S. Range goes from a potential target market of 28% of the oven category to a very impressive 50% of the target market, all wrapped up in one piece of equipment. Instead of possibly three pieces of equipment, you have one, the new **moisture+** oven.

Who would be the ideal target market for the moisture+?

In terms of establishing who is the target market for a **moisture+** oven, Garland / U.S. Range did some extensive independent third party research to establish the market and the key target customer types. You can slice the target market in two ways: 1. equipment type or 2. customer segment.

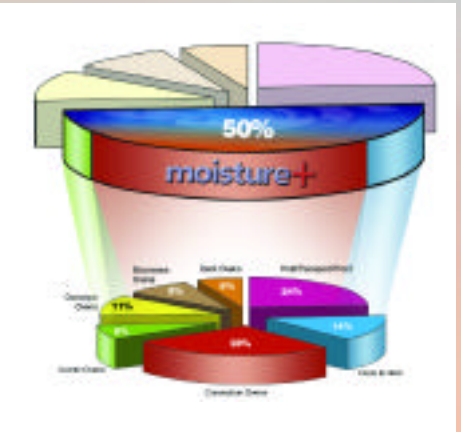
1. Equipment Type: this is a natural piece of equipment and a superior choice for any customer that is looking for:

   • A standard convection oven • A cook and hold oven • A "combi" oven
   • Any of the ovens that offer steam injection as a feature

2. Customer / Segment Type: the multi-solution nature of this product makes it ideal in terms of the number of segments that it embraces in terms of primary target users:

   • Institutions • Health Care • Chain Restaurants • Supermarkets • Delis • Bakeries
   • Home Meal Replacement • Family Dining • Chop Houses and Roast Beef specialty houses
   • School Feeding • Hotels • High end fine dining restaurants

The phenomenal strength of the **moisture+** oven is the fact that it is so versatile. It has the power and quick recovery of a premium convection oven plus the moisture of a "combi" oven. The cavity design of the **moisture+** oven incorporates unique features that create the ideal airflow distribution and the best mixture of air and combustion gases, combining to give your customers "the most even bake in the industry." This superior package comes at a price which everyone can afford.



How does the moisture+ pricing compare with the competition?

One of the challenges that we have to face in every equipment sale is the age old question "How much?". With the **moisture+** oven, we have the best news in the industry, this oven is priced to sell against any possible competitive entries!

MODEL TYPE	*LIST PRICE*
moisture+ Deluxe Model (gas model)	$12,800
moisture+ Standard Model (gas model)	$10,000
Spritzer Options	
Blodgett Humidaire	$8,861**
Bakers Pride Cyclone	$8,260**
Combi Ovens	
Blodgett BC-14G	$30,800
Rational CM102G	$23,200
Groen CC20-GF	$28,510
Southbend CG12SG	$19,800
New Garland "Mix and Match" Units*	
moisture+ oven with Cleveland 21 CET-8 steamer	$15,830
Master Series convection oven with Cleveland 21 CET-8 steamer	$13,500

* A brand new category of equipment that allows you to combine our high quality ovens with a pure steamer, if the customer feels that a steamer is vital to their kitchen operation.

** Prices quoted as published at time of this printing.

The moisture+ oven is:

The best way to optimize the results when you need to cook, bake or roast.

An excellent way to increase both productivity and yields.

Multifunctional and Flexible - it bakes, cooks and roasts almost everything you can think of.

Like having several pieces of equipment rolled into one.

Perfect for many types of market segments.

Unparalleled in the industry and truly a new innovative product!

Everything you really need, nothing you don't!

In review:

Product development rationale:

— Market research clearly indicated there were voids in currently available oven technology

— End-use customers in a variety of segments could very specifically identify operational situations that required a product that was not currently available in "off the shelf" solutions

— The "Wish List" centered on:

- Enhanced baking capability
- Moisture
- Increased productivity and efficiency

Product profile:

— The world's first **moisture+** oven

— A combination of the best features of some traditional technologies, blended into a unique product designed purely on customer demand and preferences

— The cutting edge in oven technology featuring:

- **moisture+** moisture charge accelerator system
- Revolutionary fan and air distribution designs
- Single door convenience
- A "no turn" pan capacity for full size sheet pans
- 80,000 BTU power capability to generate faster, more efficient cooking cycles

Product construction:

— An oven equipped with all the major customer "wish list" features:

- Heat Manager Insulation System with patented insulation technology
- Large view single door with enhanced sealing system for cavity integrity
- All stainless steel cavities with "J" seams for sealing with virtually no welding
- "Shower stall" floor design, drain and hose for easy cleaning and fast product change-over

Product control system:

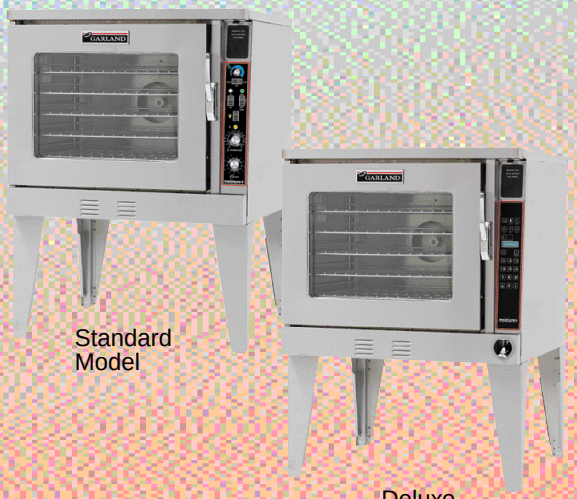
— A custom-designed control system that combines ease of use with productivity and efficiency enhancements:

- Full digital microprocessor
- Moisture control system for major food groups
- 9 programmable recipe keys with 6 phase capacity in each key
- Cook and hold features
- Auto cool down
- 150° – 500° temperature range with 100 hour timer

Product justification:

— The ultimate evolutionary oven product designed to "delight the customer" with features that they really want:

- Moisture – without steam and traditional spritzing
- Cross product category flexibility – roasting and baking
- Increased product yields and less shrink in cooking cycles
- Simplicity in design for reduced service issues and easy installation
- Superior baking – the first simple oven that handles European crusty breads and rolls
- Easy cleaning and changeover between cooking and baking
- Available in gas and electric – standard and deep depths – something for every operational footprint
- The first major breakthrough in affordable, effective oven technology in 25 years



Standard Model

Deluxe Model

moisture+™ oven specifications:

Standard model only **Deluxe model only**

The Garland Group, known for innovative technology, announces the launch of the new **moisture+**™ oven.

This versatile, multifunction oven provides operators options previously unavailable! The **moisture+**™ functions as 3 pieces of equipment in one: a great convection oven, a baking oven and a cook & hold! Expanding upon Garland's reputation for manufacturing the "best baking" convection ovens in the business, the new **moisture+**™ features an innovative "moisture" system, which provides the moisture necessary for top quality bread and pastry baking.

Another great feature, our "wet clean" water rinse hose allows you to spray down the oven interior. (standard on Deluxe model, optional on Standard model)

In addition, our unique cook and hold function, which features a safety probe for correct food temperature, has been enhanced by the moisture feature. Adding moisture to the oven cavity creates delicious slow roasted meats at a higher yield.

This great new oven provides an economical solution to shrinking kitchen space. Available in gas and electric models the **moisture+**™ will include all the features Garland ovens are famous for: superior construction, six sheet pan capacity, non fibrous multi-layer insulation, and control options to fit every application. Built Garland tough!

Standard Features:

- — Fully mechanical control 150°F (66°C) to 500°F (260°C) temperature range, three hour mechanical timer and automatic moisture injection (Standard model)
- — Microprocessor control with nine programmable recipe keys, 150°F (66°C) to 500°F (260°C) temperature range (Deluxe model)
- — Two-speed fan with 3/4 HP motor
- — All stainless construction
- — Stainless steel oven interior with coved corners
- — Shower stall style cavity base with drain
- — Single door with wide-view window
- — Quartz illumination
- — Six oven racks with 13 position rack guides
- — Service accessibility from front (all but water system)
- — Double stack model available
- — One year limited parts and labor warranty

Optional Features:

- ❑ Extra oven racks
- ❑ Stainless back enclosure
- ❑ Open base with rack guides and shelf
- ❑ Swivel casters with front brakes
- ❑ Low-profile casters with front brakes (double ovens only)
- ❑ Extended second year warranty (USA and Canada only)
- ❑ Rinse hose and reel system (Standard model)
- ❑ Externally mounted temperature probe (Deluxe model only)

❑ Specify:

MP-GS-10: Standard Depth Gas
MP-GD-10: Deep Depth Gas
- ❑ 80,000BTU Nat Gas, 120V 1 phase wiring
- ❑ 60,000BTU LP Gas, 120V 1 phase wiring

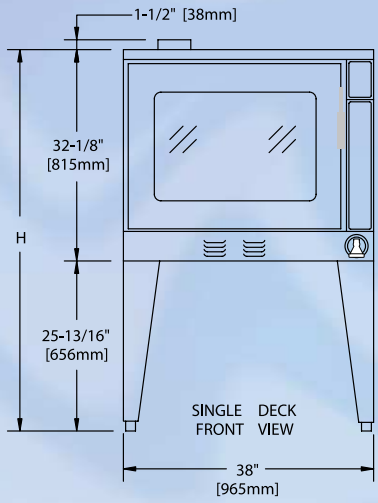
MP-ES-10: Standard Depth Electric
MP-ED-10: Deep Depth Electric
- ❑ 11kW Loading, 208 volt 3 phase wiring
- ❑ 11kW Loading, 240 volt 3 phase wiring
- ❑ 11kW Loading, 460 volt 3 phase wiring

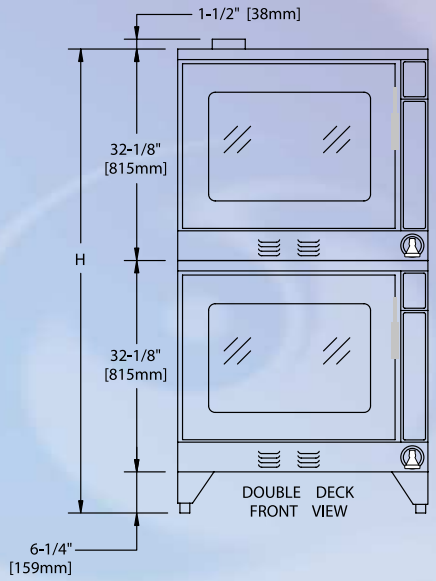
Note: -D suffix = Deluxe model, -S suffix = Standard model

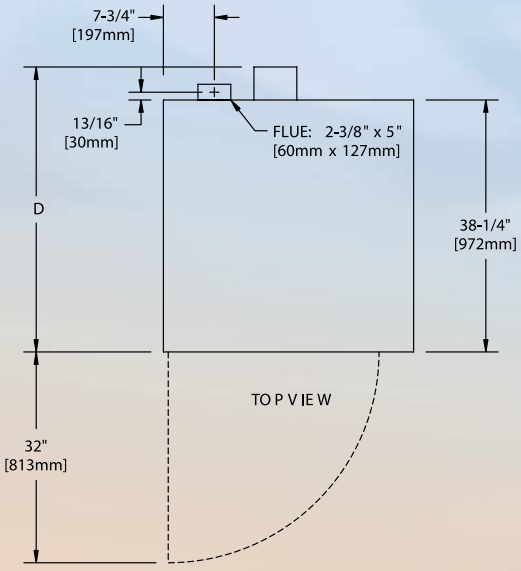
Model	Input Ratings			Nominal Amperes			
	Gas Inlet	BTU/hr	KW	120V 1Ph	208V 3Ph	240V 3Ph	460V 3Ph
Gas	3/4" N.P.T.	80,0 00	23.5	9.4	N/A	N/A	N/A
Electric	N/A	N/A	11	N/A	30/30/28	26/26/24	14/14/13

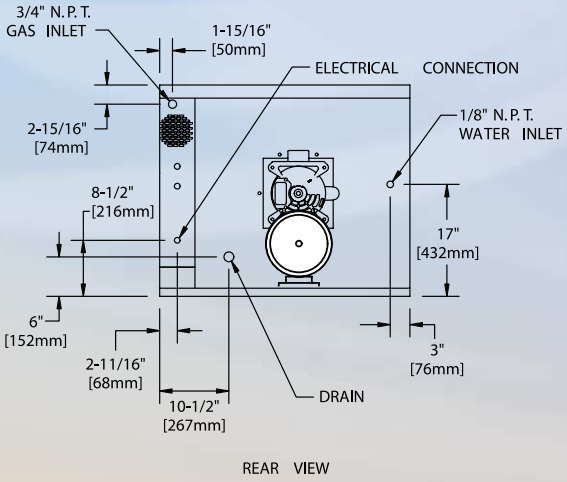
Model	Interior			Exterior			Ship Wt	Ship Size
	W	H	D	W	H	D	lbs/kg	Cu Ft
Std Depth, Sgl. Deck	29 [736]	24 [610]	24 [610]	38 [965]	57-1/2 [1461]	39-1/4 [997]	510 /232	42
Deep Depth, Sgl. Deck	29 [736]	24 [610]	28 [711]	38 [965]	57-1/2 [1461]	43-1/4 [1099]	510/232	42
Std Depth, Dbl. Deck	29 [736]	24 [610]	24 [610]	38 [965]	70-1/2 [1791]	39-1/4 [997]	1024/464	84
Deep Depth, Dbl. Deck	29 [736]	24 [610]	28 [711]	38 [965]	70-1/2 [1791]	43-1/4 [1099]	1024/464	84

Model #s: MP-GS/GD-10 & MP-ES/ED-10









Installation notes:

— Entry Clearance: 44 1/2" (1130) crated, 32 1/2" (826) uncrated

— Clearances: 1" (25) side clearance, 3" (76) back clearance for gas, 6" (152) back clearance for electric

— Manifold pressure: 4.5"WC (11 mbar) natural, 10"WC (25 mbar) propane, recommended maximum inlet 13.8"WC @ 70°F

— Gas input ratings shown are for installations up to 2000 ft (610m) above seal level

— Electrical specifications include motor requirements

— Motor: 3/4HP, two speed, 1140 and 1725 rpm

— Each oven deck requires a separate electrical connection

— 120V 60Hz gas units are provided with a NEMA #5-15P plug

— Garland recommends a separate 15 amp circuit be provided for each 120V oven

— Customer must provide a 1/8" N.P.T. water connection capable of 20# continuous water pressure at a flow of 3 gpm

— Garland recommends the following minimum water conditions: 60 ppm total dissolved solids, 20 ppm alkalinity, 13 ppm silica, 30 ppm chloride, pH factor greater than 7.5

— Customer must provide a floor drain or similar device

NOTE: Garland recommends the installation of a water filter on the inbound water line.

Notes

The moisture+ Oven

The World's First **moisture+** oven is the result of extensive oven research by Garland. Chef's and operators alike have expressed a need for an oven that offers most of the benefits of "combi" cooking with the ease of use, practicality and value of a convection oven. The **moisture+** oven achieves all the features and benefits the industry has asked for, and leaves out the things they don't. The new **moisture+** oven from Garland is the best way to optimize results when you need to cook, bake or roast.

Adding moisture to any of these processes increases your product yield and shortens the cook time.

With the new **moisture+** oven you get the flexibility of several pieces of kitchen equipment rolled up in one, and all for a price that sets **moisture+** apart from everything else.

The phenomenal strength of the **moisture+** oven is the fact that it is so versatile. It has the power and quick recovery of a premium convection oven, with the moisture and humidity of a "combi" oven. The cavity design for the **moisture+** oven incorporates unique features that create the ideal airflow distribution and the best mixture of heat and moisture to give you "the most even bake in the industry".

GARLAND

www.garland-group.com

moisture+ is a registered trademark of Garland.

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